

10 3 10 4 10 5 10 6 10 7 10

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OTB DEPARTMENT REPORT
Activity: Class 0053
UserID: RAYL:
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,589	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,360	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,561,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$8,642,097	\$8,935,700	\$233,603
October-00	\$8,642,097	\$592,218	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,999	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,669
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,333	\$2,050,426	\$9,012,500	\$6,982,074
February-01	\$9,264,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,036
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,378,600
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,458,900	\$9,458,900
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,198	\$1,801,438	\$9,569,508	\$9,210,020	\$9,210,020
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$0	\$2,356	\$9,289,896	\$9,198,000	\$9,198,000
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,738		
	↑ 120	↑ 121	↑ 122	↑ 123	↑ 124	↑ 125	↑ 126	↑ 127	↑ 128	↑ 129

Figure 1

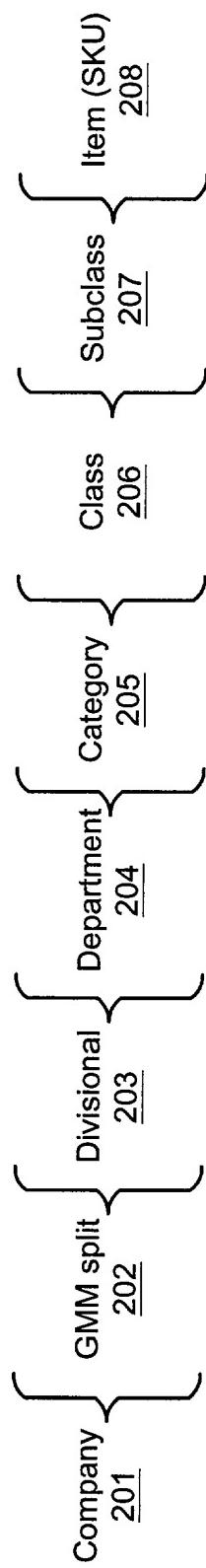


Figure 2

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OTB ITEM REPORT
 Activity: Class 0053
 UserID: RAYL
 Report date: 8/6/2000

SKU number	SKU Description	Month
90421	15 - 34 Mens White Pinpoint Oxford Shirt	August-00
90421	15 - 34 Mens White Pinpoint Oxford Shirt	September-00
90421	15 - 34 Mens White Pinpoint Oxford Shirt	October-00
90421	15 - 34 Mens White Pinpoint Oxford Shirt	November-00
90421	15 - 34 Mens White Pinpoint Oxford Shirt	December-00
90421	15 - 34 Mens White Pinpoint Oxford Shirt	January-01
90421	15 - 34 Mens White Pinpoint Oxford Shirt	February-01
90421	15 - 34 Mens White Pinpoint Oxford Shirt	March-01
90421	15 - 34 Mens White Pinpoint Oxford Shirt	April-01
90421	15 - 34 Mens White Pinpoint Oxford Shirt	May-01
90421	15 - 34 Mens White Pinpoint Oxford Shirt	June-01
90421	15 - 34 Mens White Pinpoint Oxford Shirt	July-01

301 ↑ 310 ↑ 318 ↑ 319 ↑ 320 ↑

	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	National Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)
	\$198,527	\$198,527	\$40,594	\$0	\$0	\$361	\$0
	\$204,120	\$204,120	\$41,756	\$0	\$0	\$481	\$0
	\$204,830	\$204,830	\$45,287	\$0	\$205	\$253	-\$1,155
	\$212,055	\$212,055	\$0	\$44,244	\$311	\$81	\$0
	\$171,731	\$171,731	\$215,975	\$0	\$28,019	\$1,375	\$95
	\$116,465	\$116,465	\$188,729	\$0	\$34,967	\$93	\$0
	\$74,871	\$74,871	\$182,102	\$0	\$38,840	\$347	\$0
	\$36,473	\$36,473	\$182,544	\$0	\$42,519	\$0	\$0
	\$0	\$0	\$183,556	\$0	\$41,895	\$0	\$209
	\$0	\$0	\$185,095	\$0	\$44,212	\$0	\$0
	\$0	\$0	\$187,800	\$0	\$33,949	\$715	\$278
	\$0	\$0	\$180,605	\$0	\$38,419	\$0	\$0

↑ 310 ↑ 311 ↑ 312 ↑ 313 ↑ 314 ↑ 315 ↑ 316 ↑ 317 ↑

Figure 3A

	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Actual OTB Inventory Budget (dollars)	Statistical OTB (dollars)	Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)
	\$204,120	\$204,120	\$205,615	\$785	\$785	\$4,326	\$0
	\$204,830	\$204,830	\$215,025	\$2,970	\$2,970	\$3,014	\$0
	\$212,055	\$212,055	\$215,010	-\$30,210	\$14,035	\$0	\$0
	\$171,731	\$171,731	\$207,471	-\$53,521	\$18,742	\$0	\$0
	\$116,465	\$116,465	\$188,729	\$209,094	-\$80,239	\$26,992	\$0
	\$74,871	\$74,871	\$182,102	\$212,350	-\$116,265	\$29,806	\$0
	\$36,473	\$36,473	\$182,544	\$214,474	-\$157,672	\$30,918	\$0
	\$0	\$0	\$183,556	\$216,618	-\$216,618	\$31,523	\$0
	\$0	\$0	\$185,095	\$218,784	-\$218,784	\$30,985	\$0
	\$0	\$0	\$187,800	\$220,972	-\$220,972	\$40,367	\$0
	\$0	\$0	\$180,605	\$223,182	-\$223,182	\$45,652	\$0

↑ 322 ↑ 323 ↑ 324 ↑ 325 ↑ 326 ↑ 327 ↑ 328 ↑ 329 ↑

Figure 3B

OTB DEPARTMENT REPORT

Activity: Class 0053

ABILITY: CLASS 2003

Report date: 8/6/2000

	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)

Aug
Sep
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
July



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Month	Actual		Stat		Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
	BOM Inventory (dollars)	Inventory (dollars)	BOM	Firm Receipts (dollars)	National Receipts (dollars)	Permanent Markdowns (dollars)	
August-00	\$8,631,589	\$8,631,589	\$1,734,905	\$30,036	\$24,390	\$0	\$3,021
September-00	\$8,844,733	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0
October-00	\$8,642,097	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235
November-00	\$7,579,459	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0
December-00	\$6,261,726	\$9,420,776	\$90	\$1,218,220	\$59,803	\$30,235	\$0
January-01	\$3,858,861	\$8,236,131	\$90	\$1,520,318	\$4,031	\$0	\$2,971
February-01	\$2,050,426	\$7,948,014	\$90	\$1,688,701	\$15,092	\$24,874	\$0
March-01	\$380,964	\$7,967,252	\$90	\$1,848,645	\$0	\$0	\$2,391
April-01	\$0	\$8,011,216	\$90	\$1,821,510	\$0	\$9,086	\$0
May-01	\$0	\$8,078,147	\$90	\$1,922,240	\$0	\$0	\$2,165
June-01	\$0	\$8,195,751	\$90	\$1,476,060	\$31,093	\$0	\$3,198
July-01	\$0	\$7,882,940	\$90	\$1,670,380	\$0	\$12,094	\$0
	411	412	413	414	415	416	417

Figure 4A

	Actual EOM Sales (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)
\$1,494,350	\$8,844,733	\$8,874,769	\$8,871,030	\$26,297	-\$3,739
\$1,759,694	\$8,642,097	\$8,905,633	\$8,935,700	\$293,603	\$30,067
\$1,683,089	\$7,579,459	\$9,250,317	\$9,353,890	\$1,774,431	\$103,573
\$1,713,946	\$6,261,726	\$9,420,776	\$9,875,040	\$3,613,314	\$454,264
\$2,306,772	\$3,858,861	\$8,226,131	\$9,104,530	\$5,245,669	\$868,399
\$1,801,433	\$2,050,426	\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486
\$1,627,106	\$380,964	\$7,987,252	\$9,324,000	\$8,943,036	\$1,356,748
\$1,801,438	\$0	\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784
\$1,743,327	\$0	\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453
\$1,801,438	\$0	\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149
\$1,743,327	\$0	\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080
\$1,801,438	\$0	\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760

Figure 4B

	Statistical Overstock With PO (dollars)	Statistical Overstock (dollars)	Above MOQ (dollars)
Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock (dollars)	426,819
\$176,443	\$2,780,855	\$484,905	\$426,819
\$188,078	\$2,864,784	\$531,986	\$617,647
\$131,064	\$2,673,907	\$357,218	\$210,759
\$20,712	\$2,573,306	\$215,480	\$94,539
\$1,781	\$2,244,494	\$125,289	\$92,350
\$6	\$2,406,190	\$87,930	\$46,449
\$0	\$2,412,804	\$0	\$0
\$0	\$2,369,028	\$0	\$0
\$0	\$2,443,946	\$0	\$0
\$0	\$2,561,743	\$0	\$0
\$0	\$2,298,062	\$0	\$0
\$0	\$2,170,372	\$0	\$0

OTB DEPARTMENT REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 8/6/2000

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Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)
August-00	\$8,631,589	\$1734,905	\$30,036	\$0	\$24,390	\$0	\$3,021	\$1,494,350
September-00	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032	\$1,759,694
October-00	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099
November-00	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946
December-00	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772
January-01	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971	\$1,801,433
February-01	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106
March-01	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243	\$1,801,438
April-01	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165	\$1,743,327
May-01	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198	\$1,801,438
June-01	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327
July-01	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642	\$1,801,438
	512	513	514	515	516	517	518	519

Figure 5A

EOM Inventory (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	With PO (dollars)	Statistical Overstock Above MOQ (dollars)	Statistical Overstock Above MOQ with PO (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,750,855	\$484,905	\$426,819	\$170,728
\$8,905,633	\$8,935,700	\$293,603	\$30,067	\$88,078	\$2,884,784	\$531,986	\$617,647	\$308,823
\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$357,218	\$210,759	\$117,088
\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,513,306	\$215,480	\$94,539	\$52,522
\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$126,289	\$92,350	\$62,765
\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,190	\$87,930	\$46,449	\$25,805
\$7,967,252	\$9,324,000	\$8,943,336	\$1,356,748	\$0	\$2,412,804	\$0	\$0	\$0
\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,389,028	\$0	\$0	\$0
\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0	\$0	\$0
\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0	\$0	\$0
\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0	\$0	\$0
\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0	\$0	\$0
	521	522	523	524	525	526	527	528

Figure 5B

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OTB DEPARTMENT REPORT		
Activity:	TBS Dept 12 OTB	
User ID:	'AP01C'	
Report date:	5/5/2001	
Fiscal Year	Fiscal Month	BOM Inventory (dollars)
2002	3	\$14,743,015
2002	4	\$14,071,372
2002	5	\$12,470,927
2002	6	\$15,559,873
2002	7	\$12,497,152
2002	8	\$11,273,057
2002	9	\$11,858,582
2002	10	\$12,787,073
2002	11	\$11,286,697
2002	12	\$12,119,963
2003	1	\$11,732,325
2003	2	\$11,076,576

		BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Perm Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
		\$2,567,658	\$2,566,047	\$0	\$316,663	\$21,568	\$0	\$0	\$16,322	\$0	\$0
		\$2,566,047	\$2,566,047	\$0	\$1,600,224	\$0	\$91,417	\$0	\$202,332	\$83,293	\$0
		\$5,879,262	\$5,879,262	\$0	\$1,133,130	\$0	\$49,631	\$0	\$78,079	-\$34,404	\$0
		\$1,698,072	\$1,698,072	\$0	\$1,957,469	\$0	\$59,185	\$0	\$1,956,573	-\$48,889	\$0
		\$561,180	\$561,180	\$0	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
		\$1,055,632	\$1,055,632	\$0	\$3,767,586	\$0	\$13,369	\$0	\$0	\$0	\$0
		\$353,820	\$353,820	\$0	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
		\$353,820	\$353,820	\$0	\$3,132,084	\$0	\$763	\$0	\$0	\$0	\$0
		\$250,140	\$250,140	\$0	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$1,987,760	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

641
↑

640
↑

Figure 6A

Available Statistical Overstock Above MOQ (dollars)
\$120,852

Total Unfilled Production Need (dollars)
\$206,608

Stat OTB	Actual OTB	Present Inventory Budget (dollars)	Stat OTB (dollars)
\$83,293	\$48,889	-\$71,372	-\$71,372

All Stores Sales (dollars)	Inventory Revenue Budget (dollars)	Inventory at End (dollars)	Lost Sales (dollars)	Total Unfilled Production Need (dollars)
\$2,973,852	\$2,816,928	\$14,071,372	\$206,608	\$0
\$3,639,373	\$2,432,167	\$12,470,927	\$80,258	\$83,293
\$3,416,106	\$2,517,575	\$15,559,873	\$42,402	\$52,969
\$3,838,831	\$2,905,285	\$12,497,152	\$128,337	\$320,984
\$2,983,861	\$1,936,876	\$11,273,057	\$0	\$220,897
\$2,860,291	\$1,976,235	\$11,858,582	\$77,950	\$0
\$3,179,547	\$3,399,624	\$12,787,073	\$284,635	\$18,984
\$5,739,698	\$6,804,840	\$11,286,697	\$151,491	\$0,003
\$2,651,875	\$1,956,154	\$12,119,963	\$63	\$59
\$3,550,184	\$2,724,119	\$11,732,325	\$24	\$0
\$2,643,510	\$0	\$11,076,576	\$28	\$0
\$2,632,780	\$0	\$11,001,811	\$27	\$0
		\$11,300,000	\$223,424	\$0
		\$11,300,000	\$298,189	\$0

642
↑

Figure 6B